



# Half-Year Results 2019

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# Highlights H1 2019

Solid performance of the portfolio impacted by the vacancy of one large unit in Paris

Signed new agreements in Paris: JD Sports leases Rue de Rivoli 118-120; new contracts signed with UGG and Skechers

New interest rate derivatives concluded at market conditions

Occupancy rate: 93.1%  
Like-for-like rental growth: -2.3%  
Value movements: -0.4%

Loan-to-value: 41.9%  
Average interest rate at 30 June 2019: 2.3%

Expected direct result 2019 at the lower end of the guidance range of € 2.00 to € 2.10 per share

Expanded clusters in Amsterdam, with acquisitions of € 11 million; divested € 6 million

Concluded the share buyback programme of in total € 35 million, of which € 25 million was completed in 2019

Expected dividend 2019: € 2.05 per share

# Solid performance of the portfolio impacted by the vacancy of one large unit in Paris

- Solid performance despite challenging market conditions, impacted by the vacancy of Rue de Rivoli 118-120 in Paris

Key figures	H1 2019	H1 2018
Occupancy rate at 30 June (%)	93.1	96.2
Like-for-like gross rental growth (%)	(2.3)	(0.1)
Value movements <sup>1)</sup> (%)	(0.4)	1.0
Appraisal value at 30 June (€ million)	1,579	1,557

*1) Excluding acquisitions and divestments*

# Occupancy rate

- Overall occupancy rate decreased to 93.1% at 30 June 2019, primarily due to the vacancy of Rue de Rivoli 118-120 in Paris

Occupancy rate	June 30 2019	Year-end 2018
%		
The Netherlands	96.2	98.5
France	81.9	99.2
Belgium	95.7	98.0
Spain	100.0	100.0
<b>Total</b>	<b>93.1</b>	<b>98.6</b>

# Leasing activity

- Signed new contracts with Jysk in Tielt-Winge, Starbucks and Marie Sixtine in Lille and with Jumbo for an extension of their supermarket in Tilburg
- Renewed contracts with Mango and Coffeecompany in Utrecht, Massimo Dutti in Bruges and with Armani in Antwerp

Leasing activity	H1 2019
Number of leases	37
Rental income (€ million)	3.1
% of total theoretical annual rent	4.0
Rental change (€ million)	(0.1)
% rental change	(3.7)



*Leysstraat 28-30, Antwerp*



# Signed three new agreements in Paris

- JD Sports leases Rue de Rivoli 118-120. Expected opening in the spring of 2020
- Skechers will replace GAP on Rue de Rivoli 102. Expected opening in Q4 2019
- New lease agreement signed with UGG for Rue Vieille du Temple 26



*Rue de Rivoli 118-120, Paris*



*Rue de Rivoli 102, Paris*



*Rue Vieille du Temple 26, Paris*

# Further improved the quality of the portfolio

- Expanded cluster in Amsterdam for in total € 11 million
  - Ferdinand Bolstraat 85/1e Jan Steenstraat 89 in Amsterdam
  - Nes 67/Sint Barberenstraat 4 in Amsterdam
- Divested non-strategic properties in the Netherlands and Belgium for in total € 6 million
  - Retail assets in Beverwijk, Boxmeer, Boxtel, Heerlen, Veenendaal and Luik



*Ferdinand Bolstraat 85/1e Jan Steenstraat 89, Amsterdam*



*Nes 67/Sint Barberenstraat 4, Amsterdam*

# Portfolio rotation

- More than € 1.8 billion assets rotated since the introduction of the high street strategy in September 2011
- Portfolio now mainly consists of high street retail properties in larger European cities

	2011	2012	2013	2014	2015	2016	2017	2018	H1 2019	Total
€ million										
Acquisitions	81	111	104	103	164	76	38	49	11	<b>737</b>
Divestments	16	146	271	261	87	95	123	71	6	<b>1,076</b>
<b>Total</b>	97	257	375	364	251	171	161	120	17	<b>1,813</b>





## Financial Results

# Financial key figures H1 2019

Direct result:  
€ 0.96 per share

Indirect result:  
€ (0.48) per share

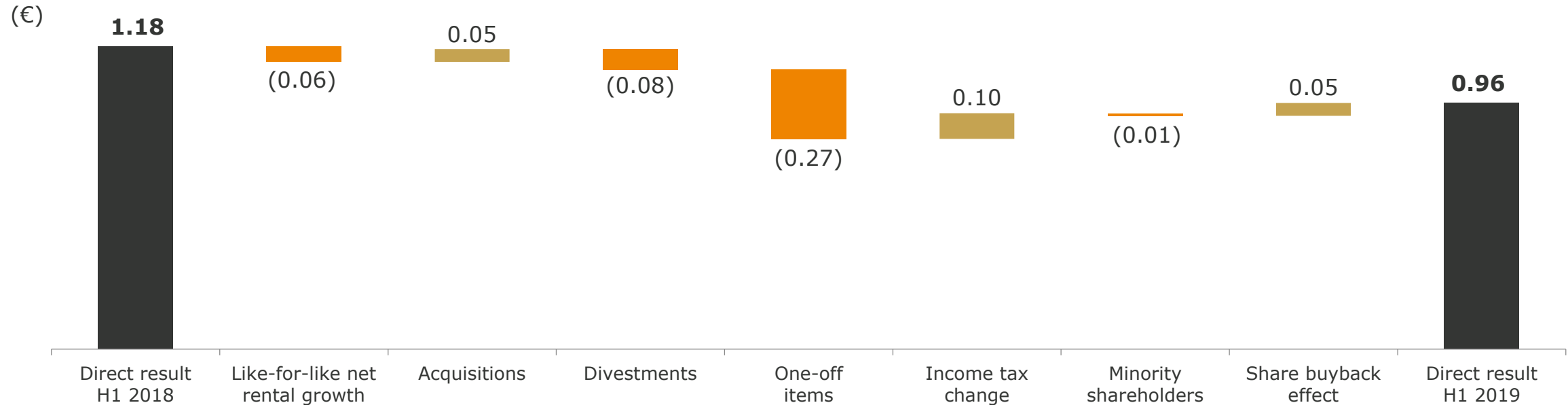
Loan-to-value:  
41.9%

	H1 2019 / 30 June 2019	FY 2018 / 31 December 2018	H1 2018 / 30 June 2018
Direct result per share	€ 0.96	€ 2.22	€ 1.18
Indirect result per share	€ (0.48)	€ 0.04	€ 0.58
Like-for-like gross rental income	(2.3)%	0.8%	(0.1)%
Value movements*	(0.4)%	0.4%	1.0%
Loan-to-value	41.9%	39.0%	37.3%
Average interest rate	2.3%	2.5%	2.5%
NAV	€ 46.05	€ 46.40	€ 46.40
EPRA NNNNAV	€ 45.84	€ 46.49	€ 46.08

\* Excluding acquisitions and divestments

# Direct result per share

- Direct result per share decreased to € 0.96, impacted by one-off items and lower like-for-like net rental growth, partly compensated by lower taxes and the share buyback



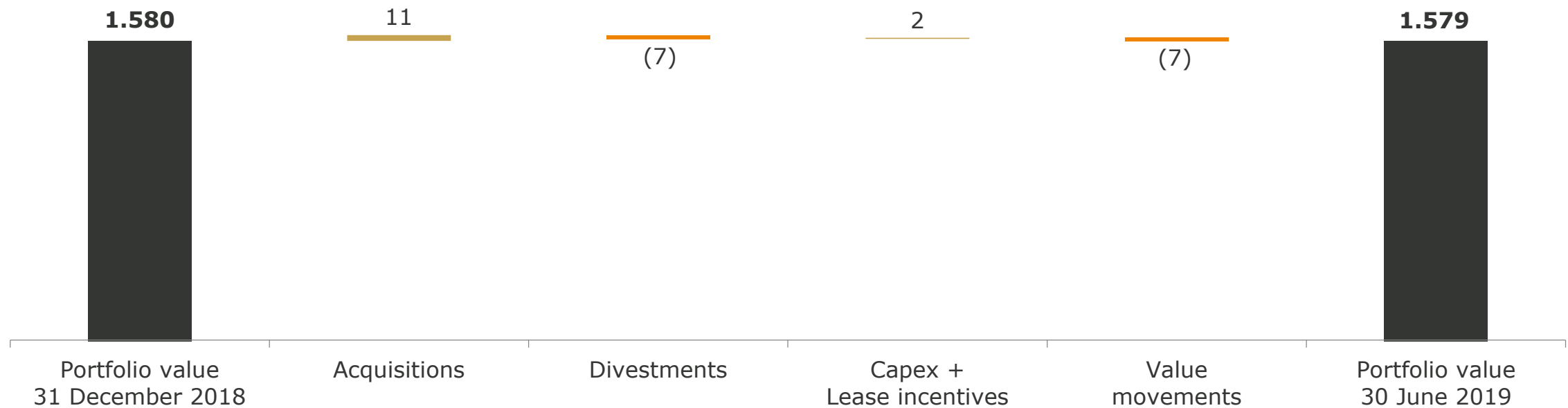
# Like-for-like rental growth

- Like-for-like rental growth for the total portfolio was (2.3)% in H1 2019, mainly impacted by the vacancy of Rue de Rivoli 118-120 in Paris

Rental growth	H1 2019		H1 2018	
	€ million	%	€ million	%
The Netherlands	0.2	1.2	(0.1)	(0.9)
France	(1.1)	(14.4)	0.1	0.9
Belgium	0.1	0.5	0.0	0.8
Spain	0.0	1.9	0.0	(2.4)
<b>Total</b>	<b>(0.8)</b>	<b>(2.3)</b>	<b>0.0</b>	<b>(0.1)</b>

# Portfolio value development\*

(€ million)



\* Including assets held for sale



# Value movements

- The portfolio decreased € 6.1 million in value\* in H1 2019, down 0.4%
  - Values increased in France and Spain, but decreased in Belgium and the Netherlands

Value movements*	H1 2019		H1 2018	
	€ million	%	€ million	%
The Netherlands	(2.3)	(0.3)	13.4	2.1
France	2.2	0.5	1.9	0.5
Belgium	(8.3)	(2.2)	(0.6)	(0.2)
Spain	2.3	2.3	0.5	0.5
<b>Total</b>	<b>(6.1)</b>	<b>(0.4)</b>	<b>15.2</b>	<b>1.0</b>

\* Excluding acquisitions and divestments

# Financial position

Loan-to-value:  
41.9%

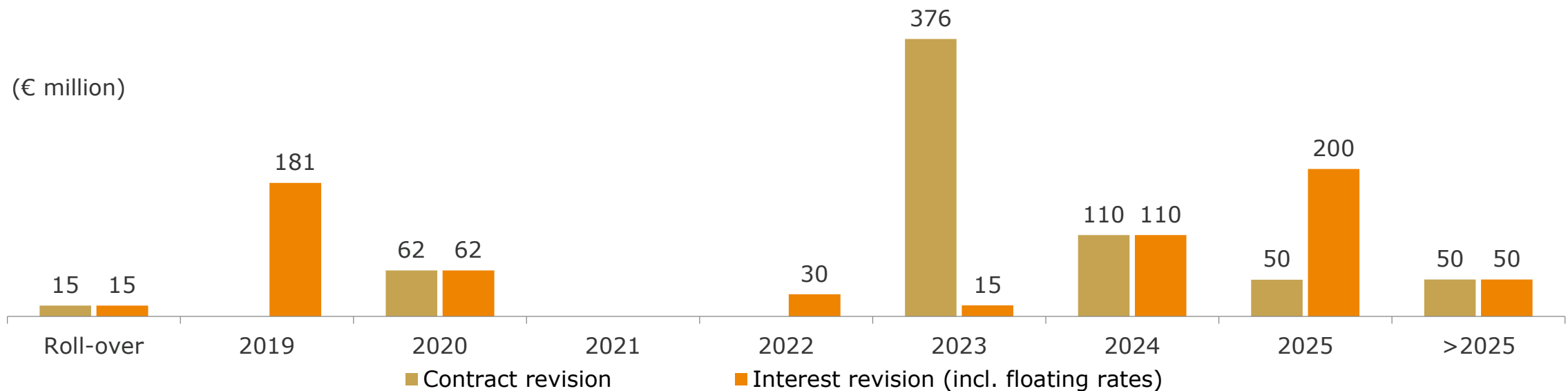
Average interest rate:  
2.3%

Non-bank financing:  
35.8%

	30 June 2019	31 December 2018
Total used credit facilities	€ 663 million	€ 616 million
Unused credit facility	€ 67 million	€ 198 million
Loan-to-value	41.9%	39.0%
Average interest rate	2.3%	2.5%
Average maturity contract revision (LTD)	4.6 year	4.7 year
Interest coverage ratio	4.0	4.5
Share of non-bank financing of interest-bearing loans	35.8%	52.3%
Share of fixed interest rate loans	70.5%	87.1%

# Financing activity and loan expiries

- Placed new € 50 million long-term bond loan with Pricoa Capital Group
- Repaid convertible loan of € 110 million
- Concluded new interest rate derivatives at market conditions
- Average maturity of the loan portfolio (LTD) is 4.6 years (2018 YE: 4.7 years)





# After balance sheet developments and outlook 2019

# After balance sheet date developments

- Signed agreement with JD Sports for the lease of Rue de Rivoli 118-120 in Paris. After a small refurbishment, the store is expected to open in the spring of 2020
- Acquired corner property Keizersgracht 233 in Amsterdam for in total € 2,4 million including acquisition costs. The ground floor is leased to shoe designer Nubikk
- Divested non-strategic properties Wouwsestraat 48 in Bergen op Zoom en Lange Bisschopstraat 50 in Deventer for in total € 1.0 million
- Extended existing syndicated credit facility of € 325.0 million by one year to September 2024



# Outlook 2019

- Solid performance of the portfolio, despite challenging market conditions
- Step-by-step execution of the strategy
  - Optimisation of existing portfolio
  - Cautious acquisitions in selected European cities
  - Divestment of non-strategic assets
- Results
  - Expected direct result 2019 at the lower end of the guidance range of € 2.00 to € 2.10 per share
  - Expected dividend 2019: € 2.05 per share (interim-dividend: € 0.58 per share)

# Q&A

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